



## Top 5 ways ISVs can onboard customers faster

Speed is one of the most attractive features of SaaS: the ability to put your software into your customers' hands in minutes — not days. With all the benefits of Savvis SaaS Enablement Solutions, you can realize faster time-to-revenue along with maximum security and performance. If you are ready to dive into SaaS, take a look at the top 5 ways you can decrease the time to onboard new customers.

### 1. Quickly provide online evaluation platforms

SaaS eliminates many of the roadblocks to purchase for new customers by allowing you to quickly launch evaluation platforms where they can try before they buy. Creating unique evaluation environments can take place in minutes and give your prospects immediate access to your software.

### 2. Move to a cloud-based SaaS delivery model

End-users are no longer willing to shoulder the burdens of software installation and maintenance. The result is that most of the burden shifts to you and your infrastructure. With a fully-managed cloud, Savvis can take on these burdens so you can focus on software development and finding new customers.

### 3. Quickly expand your infrastructure

Scale to new customer demand by provisioning more capacity instantly without sacrificing performance. And, because of our global footprint, you'll be ready to expand wherever business takes you.

### 4. Adjust for seasonal spikes and peak usage

Throughout the year, SaaS providers can watch demand go up and down quickly. By moving to the cloud, you can easily adjust for seasonal and geographic changes without having to pay up-front for resources that you aren't using.

### 5. Select Savvis as your infrastructure partner!

7 out of the top 10 software companies choose Savvis as their infrastructure partner. That's because Savvis understands the needs of SaaS vendors like you. Our global resources and consultative approach are focused on ensuring you achieve faster revenue recognition with flexible, enterprise-class infrastructure solutions.

### Enterprise-Class SaaS Solutions

Savvis offers more flexibility, more global reach, and more expertise to support SaaS initiatives.

#### Global Reach

With 31 data centers in North America, Europe and Asia — including London, Singapore and Tokyo — you can easily scale globally.

#### Flexible Deployment Options

From colocation, to network, security, managed hosting and cloud, Savvis offers a broad breadth of infrastructure services for both SaaS and hosted deployments.

#### Enterprise-Class Security & Services

Savvis provides enterprise-grade security, performance and support for demanding application environments.

#### SaaS Expertise

With hundreds of SaaS customers and our very own professional consulting organization, Savvis has the expertise to help you succeed.

[www.savvis.com/SaaS](http://www.savvis.com/SaaS)  
**1-800-943-6592**  
[SaaS@savvis.net](mailto:SaaS@savvis.net)

★★★★★ 7 OF THE TOP 10 SOFTWARE COMPANIES CHOOSE SAVVIS